



United Way
Lower Mainland

March 28, 2017

Executive Committee of Council
City of Burnaby
4949 Canada Way
Burnaby, BC V5G1M2

Dear Executive Committee of Council,

United Way of the Lower Mainland is respectfully requesting a grant in the amount of \$15,000 for the installation of United Way banners along the Kingsway corridor between Boundary Road and Royal Oak Avenue by the Burnaby Engineering Department – Sign Shop. The banners would be displayed from September 2017 through December 2017, taken down at the end of December. The banners will be produced and supplied by United Way.

The City of Burnaby's street banner program played a significant role in the success of United Way's fundraising campaign last year. The prominent placement and high traffic exposure received through your banner program helped encourage people to give. As a result, our campaign raised over \$25.1 million to help children, families and seniors across the Lower Mainland.

Last year, United Way invested \$1.5 million in the City of Burnaby, funding 48 non-profit agencies that delivered 58 programs to help children, family and seniors.

We'd like to thank you and the City of Burnaby's Executive Committee and staff for your generous support of United Way. We appreciate your consideration of this year's grant request and I look forward to your positive response. Should you have any questions or require further information, please contact Pamela Calbick at 604.268.1304.

Sincerely,

Jackie Pearl
Director, Marketing Communications
United Way of the Lower Mainland



United Way of the Lower Mainland
2015/2016 Annual Report

United Way of the Lower Mainland helps kids grow up great, families feel a sense of belonging and makes sure our neighbourhoods are safe and supportive places for everyone. None of the work we do would be possible without the generous support of donors and supporters like you. Thank you!



Message from the President & CEO

We all want to live in a city that we are proud to call home. Collectively, we all work together to build healthy, caring, inclusive communities that are responsive to changing needs.

When Canada committed to welcoming 25,000 Syrian refugees, we all rallied together. Over 1,600 Syrian families have since settled here in BC. Through an urgent fundraising appeal, United for Refugees, we are now working with our community partners to deliver programs designed specifically for this population.

Our innovative early childhood program United Way Avenues of Change is up and running in the Tri-Cities, and has now expanded to Surrey, Richmond and Vancouver. This early childhood initiative targets specific neighbourhoods with one resounding goal: to help more kids be ready to succeed by the time they reach school.

As a United Way donor, you helped us raise \$32.4 million this year. You are helping hundreds of thousands of people here in the Lower Mainland – children, families and seniors. You are also helping people across the province. We manage two provincial programs: the early childhood program Success By 6 that helps children get a good start in life and United Way Better at Home that helps seniors remain living independently in their own homes.

Take pride in the fact that you are the force behind hundreds of thousands of changed lives. Thank you!

Sincerely,

Michael McKnight
President & CEO
United Way of the Lower Mainland

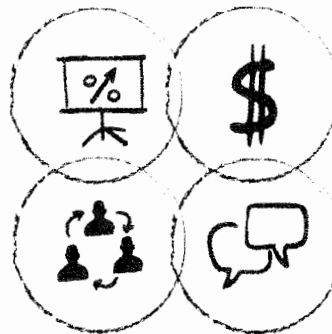
Changing lives

Behind every changed life is someone who makes it happen.
That someone is you. Thank you.

How we work

Long-term change takes time, partners and funding. None of the work we do would be possible without the generosity of our donors.

Researching to understand
community needs and plan
for the future



Investing in programs
and services with
measureable results

Collaborating to bring
stakeholders together

Advocating to help
people understand
the issues



All that kids can be
140,000 children were
helped to get the best
start in life.

The early years set the path for
life-long learning and behaviours.
38,000 counselling sessions were
provided to help children.



Poverty to possibility
1.5 million meals and
snacks served to kids,
families and seniors.

Poverty is a complex issue.
United Way invested in 22 agencies
focussed on helping people get
the food they need and many of
our other funded agencies devote
10% of their budget to food.



Strong communities
64,000 seniors helped to
stay connected to their
communities.

Loneliness can be as dangerous
as smoking. United Way ensures
seniors' well-being by building
stronger communities for all. 3,000
seniors enrolled in Better at Home
last year.



United for Refugees

Over 1,600 Syrian refugees arrived in the Lower Mainland between November, 2015 and April, 2016. Sixty percent are under the age of 18. United Way of the Lower Mainland launched an urgent community fundraising appeal, United for Refugees, to help these children and families. New programs now being funded include mental health support programming and additional early childhood programs.

United Way of the Lower Mainland has a long history of helping refugee families settle and integrate into life in the Lower Mainland. In 2015, UWLM invested \$2.5 million into programs and services for refugee and immigrant families in the Lower Mainland. United Way builds strong and healthy communities for all.

Orchestrating change on a neighbourhood scale

Children thrive when their neighbourhoods thrive. United Way Avenues of Change is focussing time, energy, and resources on specific neighbourhoods in the Lower Mainland where families and young children are struggling.

In 2015/16, United Way Avenues of Change launched in three neighbourhoods: Guildford West in Surrey; Coquitlam River in the Tri-Cities; and Richmond City Centre. Vancouver's Strathcona neighbourhood will be the next neighbourhood to join the United Way Avenues of Change family.

In all of the neighbourhoods the goal is the same: to help children be ready to succeed by the time they start school so that kids can be all they can be.



Stop the Growl

One in five British Columbians have skipped a meal either because they could not afford food or so that their children could eat. One in three people accessing food banks are children.

StoptheGrowl.ca raised awareness about food security issues and funds for food initiatives. One \$15 healthy and nutritious recipe for a family of four was published every day during March, nutrition month. The website also featured tips on how to stretch a food budget.

Working together

We bring together the right people to make change. We collaborate with donors, social service agencies, unions, universities, and Community leaders to tackle social issues.

- 190 agencies
- 5,000+ volunteers
- 39,800+ donors
- 6 school districts and 2 universities
- 580 employee giving campaigns
- 500 local unions
- 3 levels of government including provincial, regional and 26 municipalities



We love our Campaign Associates

Campaign Associates make a big impact. Together, they are an invaluable volunteer workforce that helps keep United Way fundraising costs low. Individually, each Campaign Associate helps raise up to \$500,000 during their time at United Way.

A team of 38 Campaign Associates helped United Way in 2015/16. Sponsoring organizations included educational institutions; municipal, provincial and federal government agencies; unions and corporations.

For the people who become Campaign Associates, each receives \$15,000 worth of training that they can take back to benefit their workplaces.

“Honestly it was life changing. I got to see the humanity in people.”

Cathy Ta on being a Campaign Associate.



The house that compassion built

The North Shore's Hollyburn Family Services Society, funded in part by United Way, receives 400 phone calls each month from emergency service providers, hospitals or neighbours concerned about a homeless senior or a senior at housing risk. Up until now they weren't always able to help.

The Vancouver Sun United Way Day of Caring matched 30 volunteers from McCarthy Tétrault to help transform a house that had been slated for demolition into transitional housing for vulnerable seniors.

“United Way of the Lower Mainland came to our rescue providing us with a crew of eager volunteers through their Day of Caring. There is no way we could have done this without their help,” explains Nanette Taylor, Executive Director, Hollyburn Family Services. “Now when we get a call to provide help to a senior with nowhere to go, we can actually respond.”



Working for the common good

United Way and Labour have shared a valuable partnership for more than 35 years, a partnership built on a common belief: that everyone who lives here should have access to opportunities to build a better life for themselves. We are partners in social change. Each year, United Way of the Lower Mainland works together with the Vancouver and District and Labour Council and the New Westminster and District Labour Council to recognize outstanding Labour Community leaders who lead social change with Community Service Awards.

Community leaders recognized with 2015 Community Service Awards were:

- United Way of the Lower Mainland's Joe Morris Labour Community Services Award: Debra Elless. Debra has been passionate about social activism all of her life. She is Vice-President of Unifor Local 4275; and is a United Way Campaign Cabinet Labour Committee Member; Vancouver and District Labour Council Delegate; and Unifor Local 4275 Women's Committee Co-Chair.
- The Vancouver and District Labour Council Syd Thompson Community Service Award: Jim Sinclair. Jim Sinclair walked his first picket line at the age of 17. Jim has held several high-profile positions including President of BC Federation of Labour and Vice President of the United Fishermen and Allied Workers Union-Unifor.
- The New Westminster and District Labour Council's Labour Community Service Award: Darrell Causey. He's a tireless volunteer. He has been a shop steward, Vice-President of the Executive Board and now Business Agent for United Food and Commercial Workers Canada (UFCW) 1518.

Walk for Possibility

Twenty United Way-funded agencies participated in the first ever 11 km Walk for Possibility. The Walk raised over \$24,000 for the community. Half the funds raised went to participating United Way funded organizations. The other half of funds raised supported United for Refugees.

"It's wonderful to see our partner agencies join forces to raise funds for those less fortunate. This collective strength is what makes our community great," said Michael McKnight, President & CEO, United Way of the Lower Mainland.

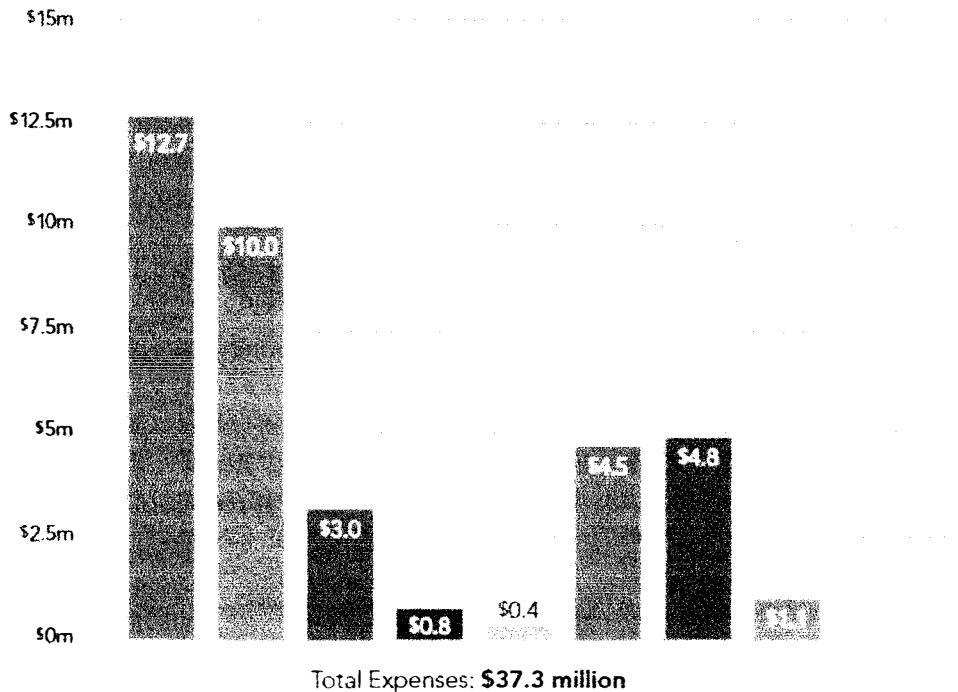


Financials

Thank you! You helped us raise over \$32.4 million to help children, families and seniors across the Lower Mainland.

Your dollars at work

Your contribution helps us to build a strong social support network. This network of services in turn strengthens our entire community and changes people's lives for the better.



- Building strong communities – \$12.7 million
- All that kids can be – \$10 million
- United Way Community Services – \$3 million¹
- Success By 6 Provincial Partnership and other funds – \$0.8 million²
- From poverty to possibility – \$0.4 million
- Donor designations – \$4.5 million³
- Fundraising and administrative expenditures – \$4.8 million
- Fundraising expenditures funded by the UWLM Endowment Fund – \$1.1 million⁴

¹ Community Services includes social planning, community development, research, advocacy and engagement

² As managing partners in the Success by 6 Provincial Partnership, we coordinate early childhood development initiatives across the province.

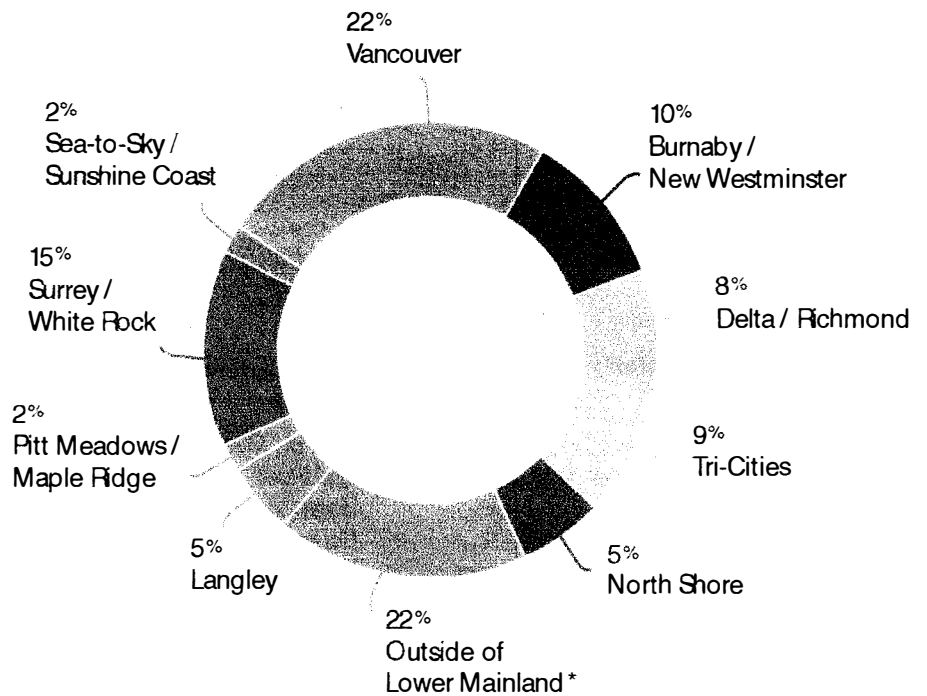
³ Some of our donors ask to split their gift and support United Way as well as other charities in the community

⁴ Income from the UWLM Endowment Fund helps offset fundraising and administrative expenses.

View our Financial Statements in detail online at: annualreport.uwlm.ca

Where the money was invested

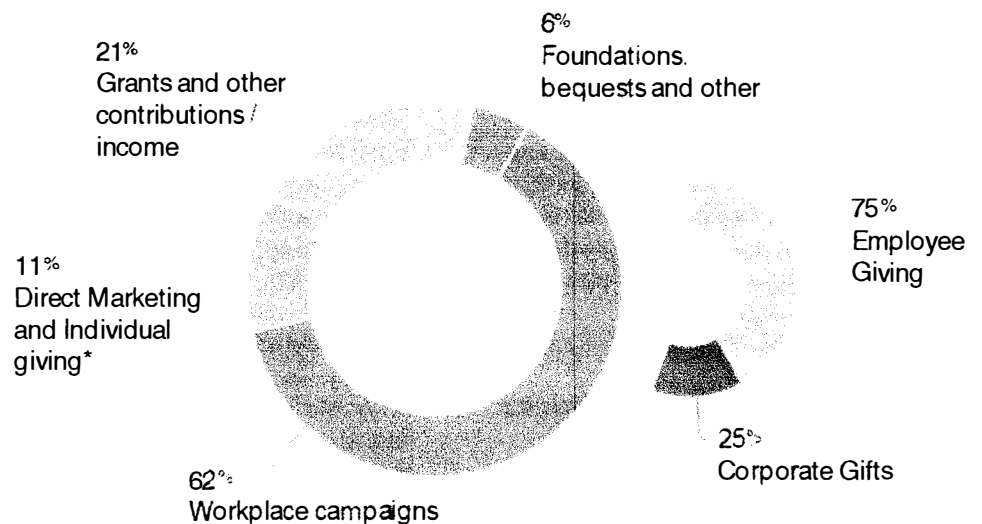
By giving to United Way of the Lower Mainland, you are investing in your own community, where you live, work, learn and play.



*Monies spent in the province outside of the Lower Mainland, Sea-to-Sky corridor and Sunshine Coast, come from provincial government grants for the Better at Home program, and contain no donor dollars.

How the money came in

We use our collective strength to multiply our impact and maximize our donors' dollars.



Our Supporters

Thank you to all of our donors and partners! Together we are building healthy, caring and inclusive communities.

2015/16 United Way Campaign Cabinet

2015 Campaign Cabinet Chair:

Kathryn Young, Partner, Boyden Global Executive Recruitment

2015 Campaign Cabinet Vice-Chair:

Mauro Manzi, Senior Vice-President, Pacific Region, TD Canada Trust

Caroline Bonesky, Community leader

Mike Bonner, Senior Vice-President, BC & Yukon, BMO

Stephen Butz, President & CEO, YMCA of Greater Vancouver

Ian Cameron, Senior Vice-President, Finance & CFO, Methanex Corporation

Reid Carter, Managing Partner, Brookfield Asset Management Inc.

Todd Craigen, Vice-President & District Manager, PCL Constructors Westcoast Inc.

Frank Crema, Community leader

Alan Dabb, Vice-President, Litigation, TELUS

Fereydoun Dabiri, President, David Nairne and Associates Ltd.

George Davison, President, Federation of Post-Secondary Educators (FPSE)

Robert Dick, Regional Director General, Pacific Region, Transport Canada

Aaron Ekman, Secretary-Treasurer, BC Federation of Labour

Feras Elkhailil, President, IT | IQ Tech Recruiters

Victor Elkins, President, The Hospital Employees' Union, The BC Health Services Division of Canadian Union of Public Employees

Connie Fair, President and CEO, BC Assessment

Rod Fossen, District Vice President, CIBC

Walter Gerlach, Directing Business Representative, Northwest District 250, International Association of Machinists and Aerospace Workers

Gail St. Germain, Executive Vice President and Head of Human Resources, HSBC Bank Canada

Duane Gingrich, President, Mining & Metals Americas, Amec Foster Wheeler

Mark Goldberg, Vice-President, Functional Excellence, Finning

Jan Grude, President and CEO, Pacific Blue Cross

Arvind Gupta, Professor, The University of British Columbia

Karen Hamberg, Vice-President, Strategy, Westport

Bryce Hamming, Vice-President, Corporate Development, Hunter Dickinson Inc.

Bob Jackson, Regional Executive Vice-President, Public Service Alliance of Canada

Jeannie Kilby, President, Canadian Union of Public Employees 402, Surrey Cityworkers

Yale Loh, Assistant Treasurer, Finning International

Bill MacLagan, Managing Partner, Blake, Cassels, Graydon LLP

Sarah McCullough, Director, Spectra Energy Transmission

Paul McDonnell, Councillor, City of Burnaby

Cathy McLay, Chief Financial & Executive Vice-President, Finance & Corporate Services, Translink

Dallas McMurtree, Partner, Private Company Services, Tax, Deloitte

Grant McTaggart, Community leader

Paul Mochrie, Acting Deputy City Manager, City of Vancouver

Steven Parker, General Manager & Canada Country Chairman, Downstream, Chevron Canada Limited

Loring Phinney, Vice-President, Corporate Marketing, Bell Canada

Matthew Quinlan, Community leader

Dave Richardson, President, Octaform Systems Inc.

Adam Rootham, Talent Acquisitions/ Training and Development Manager, Enterprise Holdings

Jason Scharfe, Managing Director, Western Zone Leader, Marsh Canada Limited

Arnold Singh, Partner, KPMG LLP

Jeff Smith, Senior Vice President, Commercial, Axine Water Technologies

Keith Stein, Vice-President Project Development, Teck Resources Limited

Martin Sutherland, Director, Policy, Planning and External Relations, Western Economic Diversification Canada

Stephanie Tennant, Manager Operations Pacific Region, TD Canada Trust

Pierre-Paul Trepanier, Senior Director, General Manager, Nintendo of Canada, Ltd.

Lane D. Trotter, President and CEO, Langara College

Ross Turnbull, Vice-President Portfolio Manager, Odlum Brown Limited

Cathie Van Alstine, Partner, Boyden Global Executive Search

Crystal Warner, National Vice President, BC and Yukon Territories / Metro Vancouver

Coordinator, Canada Employment and Immigration Union / Public Service Alliance of Canada

Tom Whelan, Chief Financial Officer, Nexsun Resources Ltd.

Ann Wicks, Risk Governance Specialist, Financial Institutions Commission

Scott Wilson, Vice-President and Treasurer, Teck Resources Limited

Mark Wirtz, Director, Partner Strategy & Support, Bell Canada

Heidi Worthington, Senior Vice-President & Chief Marketing Officer, Pacific Blue Cross

2015/16 United Way Campaign Cabinet Labour Committee

Campaign Cabinet

Labour Committee Chair:

George Davison, President, Federation of Post Secondary Educators (FPSE)

Liz Avery, Vice-President, Grain Workers Union Local 333

Susan Butler-Gray, Recording Secretary International Alliance of Theatrical Stage Employees Local 891

Tim Chester, President, International Union of Operating Engineers Local 963

Bob Dhaliwal, Secretary-Treasurer, ILWU Western Region

Aaron Ekman, Secretary-Treasurer, BC Federation of Labour

Victor Elkins, President, The Hospital Employees' Union, The BC Health Services Division of Canadian Union of Public Employees

Debra Elless, Trustee, Unifor Local 4275
Gwenne Farrell, Vice-President, MoveUp & Labour council representative, New Westminster & District Labour Council
Shawn Francis, Executive Officer and Trustee, Unifor Local 2200

Walter Gerlach, Directing Business Representative, Northwest District 250, International Association of Machinists and Aerospace Workers

Joey Hartman, President, Vancouver & District Labour Council

Orion Irvine, Director, Pacific Region, Canadian Labour Congress

Bob Jackson, Regional Executive Vice President for British Columbia, Public Service Alliance of Canada

Jeannie Kilby, President, Canadian Union of Public Employees 402, Surrey Cityworkers

Dan Klassen, Assistant Business Manager, International Brotherhood of Electrical Workers' Local 258

Gord Larkin, BC Federation of Retired Union Members

Andrew Ledger, President, CUPE Local 1004

Scott Lunny, Assistant to the Director, United Steelworkers District 3

Brian Nasu, Staff Representative, United Food & Commercial Workers' Local 1518

Adam Van Steinburg, Business Manager & Financial Secretary, International Brotherhood of Electrical Workers' Local 213

2015/16 United Way Board of Directors

Board Chair:

Jerry Lampert, Community leader

Vice Chair:

Mark Blucher, President & CEO, ICBC

Secretary/Treasurer:

John DeLucchi, Managing Partner, BC Region, PwC

Board Members:

Jim Belsheim, President, Neptune Bulk Terminals (Canada) Ltd.

George Davison, President, Federation of Post-Secondary Educators (FPSE)

Gwenne Farrell, Vice President, MoveUP

Gordon Fisher, President, National Post / Pacific Newspaper Group

Joey Hartman, President, Vancouver and District Labour Council

Amber Hockin, Canadian Labour Congress

Steve Hunt, Director, District 3, United Steelworkers Union

Rudy Kerklaan, Vice Chairman, Connor, Clark & Lunn Private Capital Ltd.

Catherine Lappe, Director General, Citizen Services & Program Delivery, Western Territories Region, Service Canada

Winnie Leong, Senior Vice-President, Scotiabank, BC Yukon

Anna Lilly, Senior Vice-President, Fleishman-Hilliard Canada

Sarah Sidhu, General Counsel and Corporate Secretary, Destination Canada

Duncan Sinclair, Vice Chair, Deloitte Canada

Ratana Stephens, Co-CEO, Nature's Path

Herman Van Ommen, Q.C., Partner, Litigations,

McCarthy Tétrault LLP

Damon Williams, Co-CEO, FBC Global Asset Management